

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF

APPROVED BY DIPA/BIC/OED: RCOHEN

COM/BIC/OED/MEPD/CATKINS

COM/BIC/OED/MEPDJMSANDS, DIR.

COM/BIC/OIM (INFO)

ARA/ECP:DLACEY (INFO)

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P 172218Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ PRIORITY

AMEMBASSY BUENOS AIRES

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E.O. 11652: N/A

TAGS: BEXP, BL, AR

SUBJECT: MAJOR PROJECT; BOLIVIA/ARGENTINA PESTICIDES

--- PLANT AT ORVRO

REF: LA PAZ A-53, APRIL 9, 1975

1. MEPD CONTACTED BY CATALYTIC, INC., WELL-KNOWN U.S. DESIGN/ENGINEERING FIRM, RE SUBJECT PROJECT MENTIONED REFTEL, SECTION 4, PARA I. CATALYTIC HAS RECEIVED TWO SEPARATE TELEXES FROM BOLIVIA, SIGNED "LOUIS F. CRESPO" AND "BELLONI" RESPECTIVELY, SOLICITING CATALYTIC TO BID FOR DESIGN CONTRACT ON METHYL AND ETHYL PARATHION, MALATHION, AND FERTILIZER (FERTILIZER NOT MENTIONED REFTEL) PLANTS. TELEXES CLAIMED PROJECT MOVING AHEAD RAPIDLY AND REQUESTED IMMEDIATE REPLY.

2. UNCLEAR WHETHER TELEXES CAME FROM YPFB OFFICIALS OR POTENTIAL AGENTS IN BOLIVIA. WOULD APPRECIATE
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CLARIFICATION FROM LA PAZ, IF POST IS FAMILIAR THESE

PARTIES. IF AGENTS, WOULD WELCOME COMMENTS FROM EMBASSY
RE THEIR RELIABILITY AND THEIR INFLUENCE WITH RESPECT
THIS PARTICULAR PROJECT.

3. CATALYTIC VERY INTERESTED IN PURSUING CONTRACT AS
THEY ARE HIGHLY QUALIFIED IN PESTICIDES PLANT DESIGN;
HOWEVER, COMPANY DOES NOT HAVE EXTENSIVE EXPERIENCE IN
SOUTH AMERICAN MARKET. THEY HAVE REQUESTED USG
ASSISTANCE IN GOING AFTER CONTRACT AND WOULD WELCOME
POSTS' ADVICE RE HOW TO PROCEED - I.E. ENTITIES TO
CONTACT, TIMING OF VISIT TO VBOLIVIA/ARGENTINA,
NEED FOR LOCAL REPRESENTATION OR JOINT VENTURE, AND
ANY OTHER PERTINENT COMMENTS.

4. WOULD ALSO APPRECIATE UPDATE RE STATUS OF PROJECT,
PARTICULARLY FINANCING ARRANGEMENTS, TIMING OF PRE-

QUALIFICATION OR TENDERING, POSSIBLE COMPETITION
ON DESIGN CONTRACT. ETC.
INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE272023
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/WHAIMES/CF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750400-0372
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751139/aaaabimv.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 LA PAZ A-53
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 03 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 SEP 2003 by ellisoob>; APPROVED <18 DEC 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT; BOLIVIA/ARGENTINA PESTICIDES --- PLANT AT ORVRO
TAGS: BEXP, BL, AR
To: LA PAZ BUENOS AIRES
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006